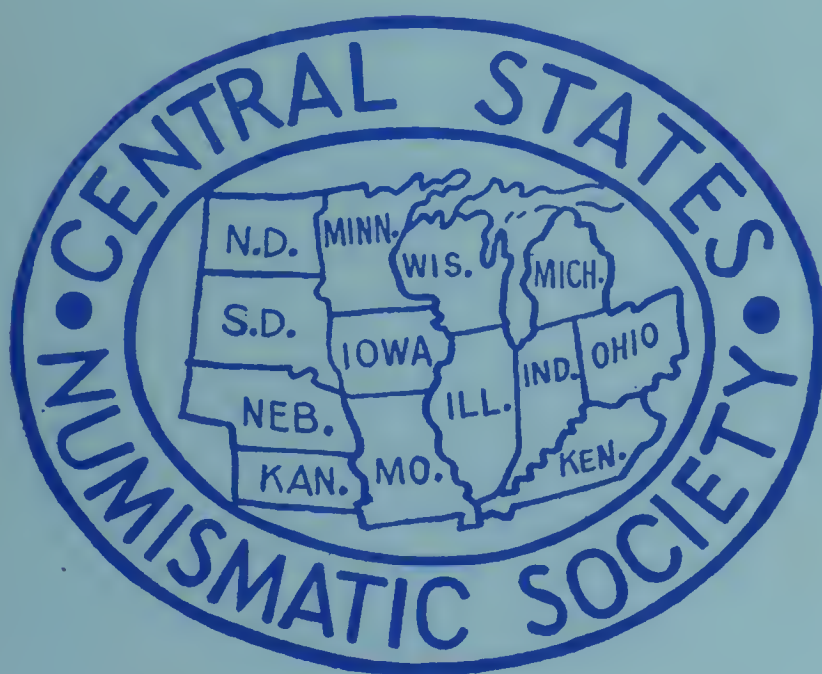


# THE CENTINEL

OFFICIAL PUBLICATION



January, 1972

Volume 19, Number 3

# Choice BU Coins in Stock

## DIMES BU

|                            | P     | D     | S      |
|----------------------------|-------|-------|--------|
| 1916 .....                 | 14.00 | —     | —      |
| 1920 .....                 | 15.00 | —     | —      |
| 1924 .....                 | 29.50 | —     | —      |
| 1926 .....                 | 17.50 | —     | —      |
| 1928 .....                 | 15.00 | —     | —      |
| 1929 .....                 | 10.50 | 17.50 | 22.50  |
| 1930 .....                 | 20.00 | NM    | —      |
| 1934 .....                 | 10.00 | 18.00 | NM     |
| 1935 .....                 | 4.50  | 25.00 | 9.50   |
| 1936 .....                 | 3.00  | 17.50 | 11.00  |
| 1937 .....                 | 2.75  | 7.50  | 7.50   |
| 1938 .....                 | 5.00  | 12.00 | 8.75   |
| 1939 .....                 | 2.50  | 3.00  | 10.00  |
| 1940 .....                 | 2.00  | 2.25  | 2.25   |
| 1941 .....                 | 2.25  | 2.50  | 2.75   |
| 1942 .....                 | 1.50  | 1.75  | 3.00   |
| 1943 .....                 | 1.50  | 1.75  | 1.75   |
| 1944 .....                 | 1.50  | 1.50  | 1.75   |
| 1945 .....                 | 1.50  | 1.50  | 1.60   |
| 1945 Micro S .....         | —     | —     | 12.50  |
| 1946 .....                 | .50   | .90   | 1.40   |
| 1947 .....                 | 1.40  | 1.75  | 1.75   |
| 1948 .....                 | 2.50  | 1.65  | 1.65   |
| 1949 .....                 | 8.00  | 2.50  | 14.50  |
| 1950 .....                 | 2.00  | 2.25  | 9.00   |
| 1951 .....                 | 1.75  | 1.00  | 7.75   |
| 1952 .....                 | 1.00  | .70   | 2.25   |
| 1953 .....                 | .90   | .60   | 1.00   |
| 1954 .....                 | .50   | .50   | 1.25   |
| 1955 .....                 | 2.00  | 1.50  | 1.00   |
| 1956 .....                 | .35   | .45   | NM     |
| 1957 .....                 | .35   | .80   | NM     |
| 1958 .....                 | .90   | .40   | NM     |
| 1959 PD thru 1964 PD @ ... |       |       | .35    |
| Set 1934 PD thru 1945 PDS  |       |       | 150.00 |

## QUARTERS BU

|                             | P     | D           | S      |
|-----------------------------|-------|-------------|--------|
| 1920 .....                  | 42.00 | —           | —      |
| 1928 .....                  | —     | 47.50       | —      |
| 1929 .....                  | —     | 55.00       | —      |
| 1930 .....                  | 40.00 | NM          | 47.50  |
| 1932 .....                  | 20.00 | —           | 120.00 |
| 1934 .....                  | 13.00 | 72.50       | NM     |
| 1934 .....                  | 22.50 | LIGHT MOTTO |        |
| 1935 .....                  | 10.00 | 69.50       | 37.50  |
| 1936 .....                  | 8.25  | 275.00      | 35.00  |
| 1937 .....                  | 8.50  | 15.00       | 60.00  |
| 1938 .....                  | 47.50 | NM          | 30.00  |
| 1939 .....                  | 7.50  | 10.50       | 32.50  |
| 1940 .....                  | 12.50 | 42.50       | 7.50   |
| 1941 .....                  | 3.00  | 6.00        | 7.50   |
| 1942 .....                  | 2.50  | 3.75        | 18.50  |
| 1943 .....                  | 2.50  | 4.25        | 5.50   |
| 1944 .....                  | 1.50  | 3.50        | 3.25   |
| 1945 .....                  | 1.35  | 4.00        | 2.50   |
| 1946 .....                  | 1.25  | 3.75        | 5.75   |
| 1947 .....                  | 2.00  | 2.25        | 5.50   |
| 1948 .....                  | 1.50  | 3.00        | 2.75   |
| 1949 .....                  | 12.50 | 6.00        | NM     |
| 1950 .....                  | 1.75  | 2.00        | 3.75   |
| 1951 .....                  | 1.25  | 1.25        | 7.50   |
| 1952 .....                  | 1.50  | 1.50        | 3.00   |
| 1953 .....                  | 2.00  | 1.25        | 2.00   |
| 1954 .....                  | 1.25  | 1.50        | 1.50   |
| 1955 .....                  | 2.25  | 5.00        | NM     |
| 1956 .....                  | 1.25  | 1.00        | NM     |
| 1957 .....                  | 1.00  | 1.00        | NM     |
| 1958 .....                  | 2.50  | .85         | NM     |
| 1959 PD thru 1964 PD @ .... |       |             | .85    |
| Set 1941PDS-1964PD @ ....   |       |             | 141.50 |

# The Redheads Coins

Elvira Kurth, Owner — Phone 313—538-4250

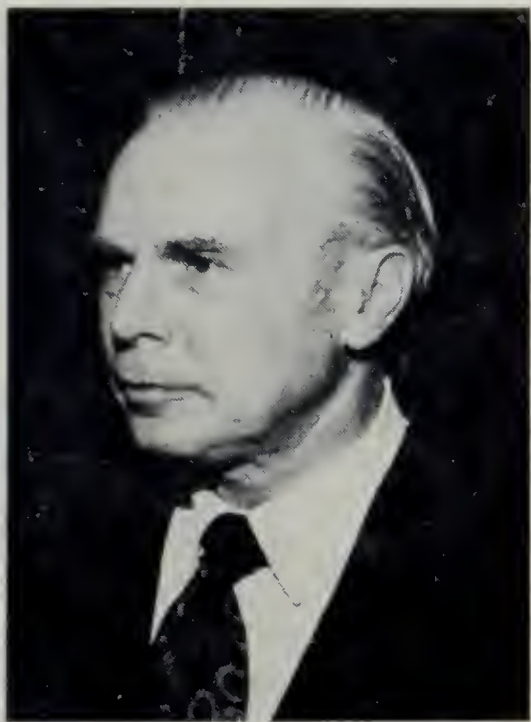
20525 BURGESS, DETROIT, MICHIGAN 48219

ANA #42022, CSNS, MSNS, DCC, BRNA, RCDA #894



## PRESIDENT'S MESSAGE

This issue includes a detailed announcement of our 1972 Milwaukee Convention to be held April 28 through 30. General Chairman Del Bertschy and his experienced and capable committee members are working hard to make this another outstanding CSNS Convention. You are urged to prompt-



George D. Hatie

ly submit applications for hotel reservations, exhibit space and bourse space.

A very constructive meeting of our Governing Board took place at the Detroit Hilton Hotel last November 27 at which 13 members of the Board were present. Progress was made on pending matters and many new items of business were discussed, including the preparation of revised printed copies of the By-Laws containing recent amendments and the adoption of a metallic life membership card. With rising costs, involving inevitable future dues increases, a \$60.00 life mem-

bership is a bargain at this time.

We have accepted with regret the resignation of Dr. F. J. Chase as Editor of *The Centinel*, as he is required to devote more time to his personal and professional affairs. His resignation becomes effective immediately following publication of this issue. Good editors like Dr. Chase are not readily available for numismatic publications. We are indeed fortunate to have found a new Editor, Roland W. Finner of Iola, Wisconsin, who will assume his responsibilities with the next issue. Rollie, a former CSNS Governor and a member since 1958, is well experienced in the numismatic publication field. He has served as Editor of *MOON VIEWS* from its inception in 1965 and as an editorial staff member of Krause Publications. It is apparent to anyone who has examined a copy of *MOON VIEWS*, issued by Minnesota Organization of Numismatists, that *The Centinel* will be in good hands.

This issue also contains a list of the candidates for CSNS offices, together with their brief biographies. It is hoped that a large number of members will vote their ballots so that we may have a representative election.

You will be interested to know that two published applications for membership were denied by the Board. CSNS is anxious to obtain new members, but applicants should be carefully screened, with due consideration to be given to objections of the members and expulsions from other organizations.

I hope that the year 1972 has favored you and will continue to bring you happiness.

Cordially,

George Hatie, President



## SECRETARY'S MESSAGE

With the holidays out of the way, all CSNS members can direct their attention and effort to our Milwaukee Spring Convention. If you don't get a January *Centinel* then possibly you were dropped for non-payment of dues. We don't like to see you leave us that way. We need all members and you need Central States. Particularly should all dealer members keep up their membership, otherwise they cannot obtain a bourse table without a membership in good standing.

A new Convention Manual has been completed as a guide to all Host Clubs. It contains new rules and regulations but is mainly a guideline for these clubs, that host a convention, to go by.

When you join the Executive Family of CSNS either through election or by appointment you should consider what you can contribute to CSNS. Sometimes it appears to be the other way around.

We had an executive session the last of November and all members of the board have sent in their expense account except for one or two. The Secretary, for one, believes that a person desiring to serve on the board or become an officer of CSNS should be interested enough to contribute their time and effort to CSNS. We have worked hard this past November to have capable men nominated for office from all sections of the CSNS area. Remember all nomina-



Dr. F. S. Epps

tions must be accepted or refused in writing. You should deem it a privilege to serve on the CSNS board, but if you do not feel you can do this for a good reason, then please be good enough to write me your refusal. Of course you should be a paid up member in good standing to be an officer or to serve on the board of CSNS.

This is the last issue in which our good Editor, Dr. F. J. Chase will be with us and the April issue will be edited we expect by Roland W. Finner. Plan on the Milwaukee Convention NOW, you won't be sorry.

Your Secretary,

Dr. F. S. Epps

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## ATTENTION

Here are the dates and locations of future C.S.N.S. Conventions:

April 28-30, 1972

Red Carpet Inn, Expo. Convention Hall,  
Milwaukee, Wisconsin

May, 4-6, 1973

Peoria, Illinois

Invitations for future conventions must be submitted in writing to the Secretary-Treasurer.

# 1972 CENTRAL STATES CONVENTION

The Milwaukee Numismatic Society extends a most cordial invitation to all members and guests of the Central States Numismatic Society to attend the 33rd Anniversary Convention at the beautiful new Red Carpet Inn — Expo Convention Center, 4747 South Howell Avenue, Milwaukee, Wis. 53207, April 28, 29 and 30, 1972. Co-chairmen of this Convention are: A. P. (Del) Bertschy and Gale Highsmith.

The Convention will be preceded by P.N.G. (Professional Numismatists Guild) Day, Thursday, April 27, which also will be open to the public.

The finest convention facilities in the entire mid-west are offered at the Red Carpet-Expo. The Convention Center is situated on ground level for easy drive-in access. It features 30,000 sq. ft. of unobstructed floor space, along with a 4,000 sq. ft. lobby which includes business offices, rest rooms, and reservation area. The exhibit hall area is 122 ft. wide by 232 ft. long which is brightly lighted with fluorescent ceiling lights. A.C. electric current is spaced conveniently throughout the hall. The vaulted ceiling varies from 16 ft. at side walls to 32 ft. high in the center of the hall. Hospitality or press room is adjacent to exhibition hall in the lobby area. This 34 x 27 ft. room features a soft, restful decor with private bar and rest rooms facilities.

The entire complex has 100% year-round central air conditioning. Free parking for over 1000 cars, with loading and unloading under a covered canopy. If you come by air, General Mitchel Field is directly across the street. Call and they will pick you up. If you come by rail, it is only 10 minutes by cab. If you drive, it is adjacent to the I-94 Expressway System.

Over 400 rooms are available at the Red Carpet Inn. Reservation cards

for rooms are available upon request to Del Bertschy or reservations may be directed to the Red Carpet Inn. Direct reservations should indicate "Central States Convention" attendance.

Requests for competitive and non-competitive exhibits should be sent to "Exhibit Chairman."

Rarcoa will conduct the auction again as they did at the 1971 record-breaking Central States Convention sale in St. Louis.

Convention registration will be free. Official Convention badges will be available for those wishing to purchase them.

If you really want to see something big with every convenience in one place, just plan on Milwaukee in 1972.

Address all correspondence to: Central States Convention, P.O. Box 5490, Milwaukee, Wis. 53211.

## Red Carpet Inn Room Rates

(Room rates reserved according to availability.) Tel. Area Code 414—481-8000; TWX 671-5683.

Traveler's Lodge, 1 person \$14; 2 (1 double bed) \$18.

Executive House: 1, \$16; 2 (2 double beds), \$20.

International House: 1, \$17; 2 (2 double beds), \$22.

Expo Wing: 1, \$18; 2 (2 double beds), \$24.

Suites (1 bedroom suites): 1, \$30; 2, \$36. (Two double beds, one studio in sitting room.)

Adjoining 2 room suites: 1 king-size bed; 1 or 2 studios in sitting room, \$36 and \$42.

Bridal suites: \$25, \$35, \$40, \$45. Including breakfast and champagne.

Rollaway beds \$3. Crib, no charge. Checkout time is 12:00 noon. Children 12 and under, complimentary, occupying same room as parents.

# OFFICIAL NOMINATION REPORT

## FOR PRESIDENT (Nomination Accepted)

David L. Cooper ..... St. Louis, Missouri

## FOR FIRST VICE PRESIDENT (Nominations Accepted)

Sol Kaplan ..... Cincinnati, Ohio

Daniel C. Parker ..... Detroit, Michigan

## FOR SECOND VICE PRESIDENT (Nomination Accepted)

Oliver W. Horton ..... Washington, Illinois

## FOR SECRETARY AND TREASURER (Nomination Accepted)

Dr. F. S. Epps ..... Homer, Michigan

## FOR BOARD OF GOVERNORS

Thirteen to be elected with no state being represented by more than  
two Governors

(Nominations Accepted)

Harold Berk ..... Ohio

A. P. (Del) Bertschy ..... Wisconsin

Kenneth Ferguson, Jr. .... Ohio

Ralph Hardman, Jr. .... Kansas

Wayne D. Jackson ..... Indiana

Ray O. Lefman ..... Missouri

Ben Stocker ..... Michigan

Robert P. Whitmore ..... Illinois

(Nominations Declined)

Philip Budd ..... Iowa

Lawrence Falater ..... Michigan

Fred Gadjen ..... Kentucky

E. C. Gerber ..... Wisconsin

Donald Jensen ..... Iowa

Clifford Mishler ..... Wisconsin

Russell Porter ..... Wisconsin

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## BIOGRAPHIES OF NOMINEES

**FOR PRESIDENT** — David L. Cooper, C.S.N.S. Life Member. Mr. Cooper lives in St. Louis, Mo. and is now the Vice President of C.S.N.S. He is the Past Chairman A.N.A. Convention 1970. He has been on the board of C.S.N.S. for the last eight years. He was awarded C.S.N.S. Medal of Merit 1971 and was the Past Chairman of C.S.N.S. Convention 1971.

**FOR FIRST VICE PRESIDENT** — 1. Sol Kaplan lives in Cincinnati, Ohio and is a Life Member of C.S.N.S.. He was a member of C.S.N.S. Board of Governors six terms. He was awarded C.S.N.S. Medal of Merit in 1962. He is also a Life Member of A.N.A.

2. Daniel C. Parker — lives in Detroit, Mich. and is now on C.S.N.S. Board of Governors. He is a Past President of the Michigan State Numismatic Society two terms, and a charter member of that Society. He is also Past President of Detroit Coin Club. Speaker and writer on various Numismatic topics. He is a member of the 1971 U.S. Assay Commission. Member of A.N.A.



**FOR SECOND VICE PRESIDENT** — Oliver W. Horton lives in Washington, Ill. He is currently a member of C.S.N.S. Board of Governors. He was Bourse Chairman of C.S.N.S. 1967 Convention. Mr. Horton is a Life Member of Tazewell Num. Society, also Past President of Illinois Numismatic Association two terms. He is a member of A.N.A., Ill. and Iowa State Societies.

**FOR SECRETARY-TREASURER** — Dr. F. S. Epps — Life Member of C.S.N.S. He was awarded C.S.N.S. Medal of Merit in 1959. He has been continuously on C.S.N.S. Board since 1957. Dr. Epps was the recipient of the Bradfield Award in 1970.

**FOR BOARD OF GOVERNORS:**

**Harold Berk** — Ohio — C.S.N.S. Board of Governors one term, former member of A.N.A. Board. He is widely known through membership in many National and State Numismatic Clubs.

**A. P. (Del) Bertschy** — Wisconsin — Life Member of C.S.N.S., also Life Member Milwaukee Numismatic Society, Life Member A.N.A., Life Member Numismatists of Wisconsin. Charter Member of Society of Paper Money. C.S.N.S. Convention Committees 1941, 1954, 1962, Co-Chairman 1972.

**Kenneth J. Ferguson, Jr.** — Ohio — Member of A.N.A. He is Vice President of Western Reserve. He was prominent in Penn-Ohio organization.

**Wayne D. Jackson** — Indiana — Member A.N.A., Charter Member Indiana State Numismatic Association and Logansport Club. Past President Logansport Club. Previous member of C.S.N.S. Board of Governors two terms.

**Ralph D. Hardman, Jr.** — Kansas — C.S.N.S. Life Member. He has served two terms on C.S.N.S. Board of Governors. Prominent in all Kansas City organizations and is Past President H.A.N.A. He has attended all conventions since he joined in 1957.

**Ray O. Lefman** — Missouri — He has served C.S.N.S. continuously the last fourteen years, as a member of the Board of Governors or as President. He was awarded Medal of Merit in 1963. He is a Life Member of C.S.N.S.

**Ben Stocker** — Michigan — Past President of C.S.N.S., Detroit Coin Club, Michigan State Numismatic Society, Grosse Pointe Numismatic Society. He has been Bourse Chairman of most Detroit and other conventions over the past fifteen years. Member of A.N.A. Mr. Stocker was awarded Medal of Merit 1966.

**Robert P. Whitmore** — Illinois — Life Member of A.N.A. He was one of the founders and Past President twice of Peoria District Coin Club.

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**'71 NEWS BULLETIN AVAILABLE FROM SOCIETY OF MEDALISTS**

Information of interest to collectors of fine art medals is contained in the 1971 News Bulletin just published by The Society of Medalists. Many commemorative medals, all new or soon to be issued by a variety of organizations, are described and illustrated. Published annually since 1930 only for Society members, the 1971 issue

is available this year to all interested collectors, free upon request. Write to Mrs. Mary Louise Cram, Executive Secretary, 30 W. Branch Rd., Weston, Conn. 06880. The Society is the nation's only nonprofit art medal collectors' organization dedicated to encouraging American sculptors in the tradition of medallic art.

# NUMISMATIC'S GREATEST SALESMAN

Daniel C. Parker

Regular readers of this publication will recognize this writer's long fascination with the 'Characters' in the Numismatic hobby. One who has been mentioned often as "The Father of Modern Coin Collecting," first whetted an interest in coins. His advertisement, "Pay \$50 for a 1913 Liberty Head Nickel" appeared in literally hundreds of publications. Who was this super salesman? Who was B. Max Mehl?

An immigrant, born in Lithuania in 1884, he came to America in 1893, and settled in Fort Worth, Texas. As a young lad, a clerk of very modest means, he began his life-time romance with coins. In his own words, "I cannot remember ever, not being interested in coins!" He collected avidly, until, as we all do, he discovered that his small income couldn't handle his coin appetite. So, he advertised some of his collection for sale. Although he received a fair number of inquiries, one answer was not a question regarding his collection, but rather, an offer to sell him some \$50 "slugs." These historic items were well known and popular then — as they are now. Mehl wrote to the man who had offered them with a proposition that he, B. Max Mehl, sell them for the writer, at a regular broker's commission. Thus, by accident or coincidence, began the career of The World's Greatest Numismatic Salesman!

B. Max Mehl — the writer doesn't know what the B. stood for, but the many people with whom he has spoken, have always referred to Mehl, either as Max or as Mr. Mehl. Never has anyone who dealt with Mehl spoken of him except with respect. A small man, only 2 or 3 inches over 5 feet tall, he stood as a giant in the hobby. Was he a modest man? The writer

doubts very much from the following statement that he uncovered in his research of this fascinating gentleman. The statement: "I have never been fooled by a counterfeit coin!" We doubt that even today, when stereo microscopes, prismatic diffusion, etc., are available, more than one or two knowledgeable persons in the country would dare make the statement. Undoubtedly, Mr. Mehl believed his statement to be true. He handled thousands of coins, studied them all carefully, and in his own mind, was positive that he could not be fooled!

Many tales have arisen around the ad noted above. It is said that street car conductors often held the car while they examined the Liberty Head nickels in the change. Cigar store clerks would no more think of handing a customer change without examining the nickels, than they would of not counting the change at all! All because of one small ad. Did Mehl ever buy a 1913 Liberty Head Nickel? Not from the public,—although many were offered. Most were either crude attempts at alteration, or were "home-made" imitations. Mr. Mehl knew that only 5 specimens were ever discovered and these under somewhat suspicious circumstances. He had handled at least one—the one he sold to King Farouk, the Egyptian Monarch.

Can a man be called a super salesman on the strength of just one advertisement? Not hardly! Then why does the writer persist in calling B. Max Mehl, the GREATEST? Without any question, he bought and sold more coins in his lifetime than any of today's super salesmen. At the time Mehl went into the coin business, there were perhaps 5,000 serious collectors in the country. At the close of his career, the estimate would have to



approach one million. The writer would like to logically feel that B. Max Mehl was responsible for interest engendered in perhaps half of these new collectors.

During the 1920s and 30s, the Hearst Newspaper chain was by far the widest circulated in the nation. In the Sunday paper, Hearst had a magazine section inserted, which circulated nationwide. It was called the *American Weekly*, and far exceeded the circulation of any other publication. It was in this weekly that B. Max Mehl placed his most famous advertisement. For the full page, the cost was a fabulous \$17,500! Not only was this by far the most expensive expensive numismatic ad placed until that time, but it has probably never been exceeded, even until this day! Further, Mr. Mehl followed this ad with dozens of others, proclaiming that here he was—the “Coin Buyer” who had paid

this exorbitant sum. Conservatively, we would estimate he spent double the \$17,500 calling attention to the fact he had spent the sum. That’s Salesmanship!

His proudest boast was, he hired a larger staff than all the other coin dealers in America put together. Somehow, it all adds up to a large volume and perhaps, the hammering down of prices. After all, when one man could get so many of the citizenry looking through Grampaw’s old trunk, or gramma’s cookie jar, operating under the law of supply and demand, prices were depressed. True enough — but only temporarily, because so many became interested in coins that with the new collector in the field, demand doubled, trebled, and went up and up. Logically, this man B. Max Mehl deserves the title, “Father of Modern Coin Collecting.”

Mehl had many idiosyncracies. He

**YOUR CHOICE COINS DESERVE**

**THE BEST OF CARE**

*E & J Koin Jainer*

**Homer, Michigan 49245**

**HAS COIN ACCESSORIES TO FILL**

**EVERY NEED.**

*Free catalog sent on request*

would not hold a floor auction! He sold and resold many of the finest collections in the country, yet—it was always by mail. A story is told of an Eastern financier who came to Fort Worth, visited with Mr. Mehl, looked at a specimen of the 1804 dollar, and went home empty handed. Mr. Mehl would not sell to him while he was his guest! After returning to his home, the financier wrote, ordering the coin along with others. Total transaction more than \$35,000! Great Salesman? Fabulous!!! Actually a gentleman and a master psychologist. His explanation was, "The man was my guest, my friend, and didn't want him to feel obligated." This must be the lowest-pressure sales pitch ever. The 1804 Dollar alone had a price tag of \$10,-800. By showing some other goodies, the total sale rose by 350%! All without pressure, without subterfuge, and no misrepresentation.

The writer has in his possession many of B. Max Mehl's Auction cata-

logues. They are a study in salesmanship. May we quote? The description is taken directly from one of Mr. Mehl's catalogues. It reads: Large Cent, wreath type, Crosby 6-F, Practically Uncirculated, perfectly centered and well-struck, not the slightest nick or flaw. A beautiful cent, and as such, rare and valuable. Now—where can one read any high pressure into the catalogue description??? Perhaps the simple honesty of the description was enough to destroy any vestige of sales-resistance.

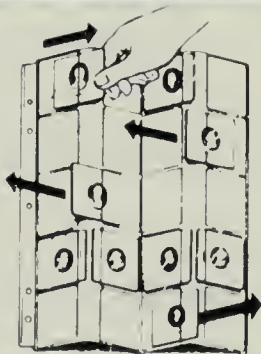
The writer in his research of B. Max Mehl, has heard that Mr. Mehl was not really a coin seller—he was a seller of catalogues. This may be true, but we would be forced to state that his was probably the very first money-back offer in advertising. A catalogue could be had for \$1.00—with the offer to return the dollar if the recipient sent coins which Mr. Mehl would pay \$5.00 or more for! There

## *From Luke's To You*

**YOUR SUPPLY HEADQUARTERS**

"Eze Staple" Holders—  
"Protect-a-Coin" Holders—  
3-Ring Binders—  
Currency Wallets  
Security Tubes

**WRITE FOR  
FULL PRICE LIST**



Variety Albums—Pages  
and Currency Pages—  
Pressure Dots — Eze  
Snaps — Thins and many  
others. Crown Holders—  
All the above and full  
line of Whitman,  
Capital, Prentiss, Dansco,  
etc., etc.

**DEALERS & JOBBERS INQUIRIES INVITED  
ANA — TNA — CSNA**

## *Luke Coin Supply Co.*

**823 NO. RIVERSIDE DR.**

**FORT WORTH, TEXAS 76111**

were also other and less elaborate catalogues. One cost "Just an occasion order." Another sold for 50c. Something to fit anyone's pocketbook.

One looks over Mr. Mehl's catalogues and begins to wonder how it was possible to carry on a coin business at the prices he offered his merchandise. An offer of Mr. Mehl's was a bargain we all would love to get today. It was a group of 22 coins, from half-cent through trade dollar, including a 20c piece, an Isabella quarter, a Columbian half dollar—all the denominations the United States has minted. The price, \$11.25!!! Fantastic? Not really. Herein are some of Mr. Mehl's buy prices: Half cents of 1793—\$1-\$5; the 1856 Flying Eagle—\$3-\$10; Indian head cents of 1909—25c **BUT IN PROOF ONLY!** Today's collector can best appreciate the buying price for the 1914-D Lincoln head cent. It is considered the most difficult to obtain in un-circulated condition. The buying price was all of 5c. Oh, to roll back a few years and start over again.

Of course, as the years rolled by, more collectors entered the hobby—and prices rose; the old law of supply and demand. The prices realized list of a 1948 B. Max Mehl Auction shows the set of 1879 and 1880 "Stellas" sold for \$3,850! Some few years ago, the writer sat in an auction room and heard the same set knocked down for \$38,500! Only a few years and a 1000 pct. mark-up. This happened so often that most readers will be skeptical. Mr. Mehl sold collections many times over. He sold one collection, the buyer was buying a great portion of the collection. Several years later, this same buyer again consigned his coins to Mr. Mehl for disposal. Another buyer and a few years—we have another repetition. The same fine collection was sold by Mr. Mehl four different times.

The author of this article believes that many readers will recall Col.

Green. Col. Green was the collecting son of Hetty Green, the "Witch of Wall Street" (we think we have the appellation right). A friend of Mr. Mehl's had heard of Col. Green and asked B. Max if he had ever sold Col. Green any coins. The answer was no, yet. So Mehl sent Col. Green a listing of the finest material in his possession at the time. An order came back, in fact, \$63,000 worth of order. Col. Green was a most astute buyer and did know his numismatic material. To get Col. Green as a buyer, one had to have the finest available! Col. Green will be remembered by the collecting fraternity as the sole owner of the 5 known Liberty Head nickels. That is, at one time. He also possessed the Indian Head or "Buffalo" nickel pattern in copper, along with the case that held all the coins.

Without any doubt, the "piece-de-resistance" or highlight of B. Max Mehl's long career, had to be the Royal Sale in 1948. It was **not** the sale of the Farouk collection, as has been many times argued. The coins offered were duplicates in the collection, along with some few specimens that would be best sold by Max Mehl. The negotiations for the sale of these coins were a classic in tact and negotiation. The sale totaled 4700 lots—about 400 of which belonged to King Farouk, yet it was the **ROYAL SALE**. After much negotiation, permission was obtained to advertise the coins as having come from the Royal Collection. Could the King's portrait be used on the cover of the catalogue? **NO!** Under no circumstances would it be allowed. Mr. Mehl knew the prestige of the Royal portrait, so—he did what any Master Salesman would do. He reproduced a coin, bearing the King's image, on the cover. It was a master touch, worthy of the finest "Madison Avenue" salesmanship.

In researching this article, the writer himself has learned a few things.



One, we were aware of the desire of the United States authorities to mint a coin that would compare in value more closely to the common coinage of other world powers. The 20 mark, franc, peso, etc., approximated \$4 U.S. The United States had no coin of the \$4 denomination, so, in striving to get Congress to authorize such a coin, a gold "Stella" was proposed. Stella was **not** the name for the young lady whose portrait appears on the coin. The reverse of the coin tells the tale! It was a 5-pointed star—and star in Latin is Stella. Hence—the popular appellation for this most desired coin. How odd that in seeking the truth about one subject, we learn something of another.

B. Max Mehl — a most respected name in the numismatic hobby. So much has been written about Mr. Mehl that he has become a legend. The writer knows many, many people who were personally acquainted with Mr. Mehl. Never have we heard one disparaging word about the Giant of the Hobby. For more than 40 years he attended every ANA convention. His ANA number: 522. Some of the

old-time collectors in Detroit can recall when he attended the 1940 convention of the ANA in Detroit. He displayed the Stickney specimen of the 1804 Dollar. No recluse, he enjoyed rubbing elbows with the collectors. Although in his late years, he turned to collecting autographs of the famous personages of history—and of contemporary fame, he remained a coin collector until his dying day. A Giant among numismatists, he is certainly deserving of the title this writer has "hung" on him: The Father of Modern Coin Collecting! B. Max Mehl.

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## SOMETHING NEW?

By Emanuel M. Sulkes

In 1965, when our government introduced our clad coinage, it was thought to be a new and novel idea. True, this was probably the first time that the process of bonded metal was used to any great extent in production of any nation's coinage. This, however, was not a new idea.

In 1865, the mint produced some interesting experimental pieces for which no explanation can be given. These pieces were struck on planchets of silver and copper which were compressed by rollers so as to show silver on one side and copper on the other, before they were placed in the dies. These pieces were not mentioned in the mint records and no explanation can be found for the experimental coins. One of these pieces is a two-cent pattern coin. The obverse is struck on the copper side and the reverse on the silver side. When holding the coin in a manner where the edge can be seen, it will be observed that the silver part is only about one-third the thickness of the coin. The remaining two-thirds is copper. In 1869, the mint again struck some of these experimental pieces. One of these pieces is not only bi-metallic but also bi-denominational. This piece uses two obverse designs\*. On one side the die used is the obverse die of the two-cent piece and is the copper side of the planchet. The other side is the obverse die of the standard silver twenty-five cent piece and is struck on the silver side of the planchet. There are also experimental pieces which were struck in 1870 that show the reverse of the two-cent piece and the reverse of the standard twenty-five cent piece. These too are struck on a laminated silver-copper planchet. Again we have a bi-denominational and bi-metallic coin. Also in 1870, there were two-cent experimental

pieces struck on silver-copper planchets. However, the planchet was reversed so that the reverse was on the silver side and the obverse on the copper side, the exact opposite of the 1865 experimental piece. As no mint records exist as to the reason for this clad coinage, it must be assumed that the mint was just conducting experiments.

The bonding of copper and silver to form the planchet is certainly very crude. In looking at these experimental pieces, it appears that the bond between the copper and silver can be broken very easily and the two metals separated. However, the idea of a bonded-metal coin is most inter-

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esting in light of our bonded-clad coinage today.

We now have more modern techniques in bonding various metals together in a permanent union so that they do not come apart. However, the appearance of our clad coinage in 1965, exactly 100 years after the first experimental coins were struck, is certainly nothing new! It appears to be the culmination of an idea tried a century ago.

\* (The coin referred to is listed in the Judd Pattern book as number 675,

and in the Adams and Wooden book as number 819.)

Time Insurance Co. of Milwaukee issued a set of 3 bronze medals to celebrate the opening of its new home office building. Collectors may obtain them for \$4.00 a set.

\* \* \* \*

Walter Mould struck copper cents for New Jersey in 1787 in Morristown, New Jersey.

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| 1573 | Marvin Frank         | Chicago, Ill.       |
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| 1425 | Ted H. Hendrick      | Raleigh, N.C.       |
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| 1811 | Fred S. Jezuit       | Chicago, Ill.       |
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| 1999 | Edward I. Oliver                | Norris City, Ill.         |
| 1963 | Andrew P. Oberbillig            | Chicago, Ill.             |
| 479  | Mortimer Pugh                   | Austin, Minn.             |
| 2223 | Robert L. Steinberg             | Ft. Lauderdale, Fla.      |
| 1728 | Dr. Radford Stearns             | Atlanta, Ga.              |
| 1009 | Hank Spangenberg                | Englewood, Ohio           |
| 1851 | Everett Snapp                   | St. Paris, Ohio           |
| 1001 | Kenneth M. Smith                | Huntington, W. Va.        |
| 1927 | John R. Smith                   | Mansfield, Ohio           |
| 2132 | Leonard W. Schultz              | Fox Lake, Ill.            |
| 2251 | John A. Scheiner                | Fort Wayne, Ind.          |
| 865  | P. B. Trotter                   | Memphis Tenn.             |
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| 1994 | Columbia Coin Club              | Columbia, Ill.            |
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| 1264 | Midland Empire Num. Assn.       | St. Joseph, Mo.           |
| 1719 | M. O. O. N.                     | Austin, Minn.             |
| 1292 | Nebraska Num. Assn.             | Lincoln, Nebraska         |
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Requests for additional information or reservation applications should be directed to the publisher.

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## PATTERNS BECOMING POPULAR

Among the latest "hot" series are pattern coins. At recent auction sales numerous United States pattern and experimental pieces have set new price records. It appears that about the cheapest varieties are crowding the 3-figure mark.

The general increase in foreign coin collecting the past five years has up market prices all along the line and the increases have spread to foreign



Two of the many French Contest coins of 1848.

patterns, too. However, there are still many older foreign pattern coins available in the \$20 to \$30 range.

Among the more readily available series are the French "Contest" coins of 1848, particularly the 10-centime denomination. Two designs are illustrated herewith. About twenty artists took part in the competition. Some executed designs for all denominations, others some denominations and a few only submitted one design.

---

Musket balls passed for a farthing apiece in Massachusetts colony in the early 17th century.

\* \* \* \* \*

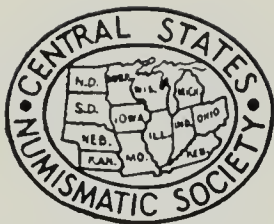
The "liard" is a French coin, originally a piece of base silver, first struck in the 15th century.

\* \* \* \* \*

The first copper coinage produced in the Colonies was struck by Dr. Samuel Higby of Connecticut, on planchets minted from his own copper mine.



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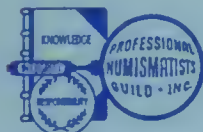
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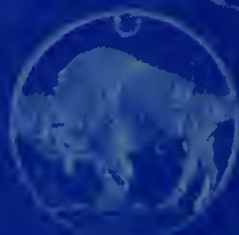
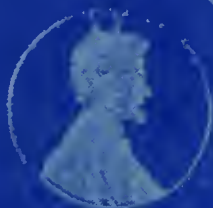
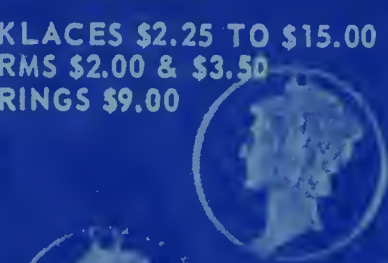
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